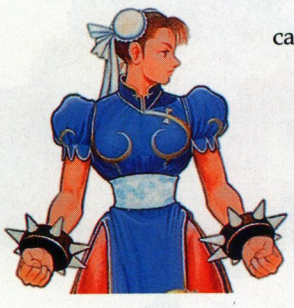
Coin-Op NEWS

Revenue Up - Profit and Share Price Down, But D&B Forge Ahead

Despite a share price that was falling and rumbles that there were problems within, Dave & Buster's reported total revenues for the quarter ended August 1 increased 42% to $57.6 million compared to $40.7 million for the same period last year. The increase was attributed to revenues from new complexes offset by a 2% decrease in comparable complex revenues. Pre-tax income was down however at $3.1 million compared with $4.5 million for the same prior period and net income was also down to $2 million compared to $2.8 million last year, which indicates there could be a bit of sawdust in the rapid expansion motor, but they're pushing on. *"Even with seasonality and softer than anticipated sales at our West Coast stores which impacted the quarter, we still attained over 40% year-over-year growth,"* said co-founder Dave Corriveau. *"We are committed to continue our 30% plus growth rate and to remain focused on improving our bottom line."*

Dave & Buster's, who now operate 21 locations, featuring food, beverage and games, across the US with two additional stores scheduled to open this year in Jacksonville, Florida, and Providence, Rhode Island, have also announced plans to repurchase as many as 250,000 shares of its common stock, after the company's board of directors authorised the move which is seen as a play that will help jack up the price of the stock, or at least stop it falling.. By the end of 2000, the company plans to have 30 locations throughout the country. There are also two D & B locations in the UK, operating under a licensing agreement with Bass plc, and international licenses have been granted in Taiwan, Germany and Canada which are expected to open next year.

Chun-Li Makes Good In Africa



The little lady with an attitude, called Chun-Li -- who's been beat up by millions of game players around the world for the last decade or so in countless Street Fighter games, and has kicked the hell out of untold numbers of on screen rivals, has gained respectability in the Central African Republic, where she becomes the first video game character ever, to be featured on a postage stamp.

Got no idea how she made it, but there's a rumour the guy in charge of these things, owns a video game arcade.

In Australia

Redemption Strong

A recent trip around a number of locations shows that while there has never been what anyone could call a boom in Redemption game sales in Australia, a hell of a lot of Redemption product has come into the country and is out there operating -- far more than most people would think -- and 'surprise-surprise' the ticket games are the solid mainstay in most of the locations visited.

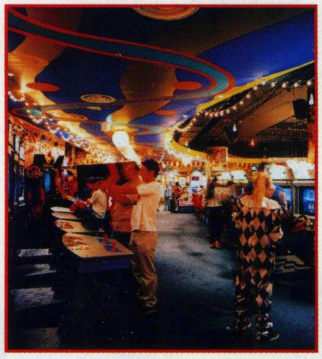
Despite numerous challengers, the evergreen Cyclone still seems to be top dog, or in those locations where it's set-up on 20 cents, as it should be, anyway, but Big Haul, ClaimJumper and Colorama are close on it's heels -- a similar situation to most parts of the world.

Sorry Scene At Miranda

One disappointing aspect of the trip was the condition of a lot of the Redemption games -- one location in particular was appaling -- the big, relatively new location in Miranda had something like 12 games with 'Out of Order' signs on them, but that was only the beginning of it. Our little guy put tokens in three games in a row that were lit up, only to be told by the grinning attendants that the games weren't working and hadn't worked for weeks. After getting a refund the little guy got stuck into a Cyclone - sure enough -- no tickets, and it took them ten minutes to load the thing.

Three more lit up games that weren't working swallowed his tokens and even the little guy had had enough -- out the door we went, never to return. That bloke doesn't want to make money, and the well run Tilt arcade across the way a bit, must be laughing.

EDG Expand Further At Crown



Melbourne based EDG Entertainment, operators of the Bar Code and Galactic Circus locations at Melbourne's Crown Casino, are set to open another, bigger location within the big complex that will have 'heavy duty' stuff like a big Morphis Simulator, a Zilla Truck, Ten Pin Bowling Alley, topped up with enough Redemption equipment to probably make it the best Redemption Centre in Australia. They really have a go these guys and it amazed us when no one nominated them in the Oz Operator thing.

ALLARA Coin-Op Growing In Numbers

The coin-op division of ALLARA is apparently building up nicely in numbers with the very active Frank Sebastyan pushing the levers. It's not confirmed that NAMOA is the loser in ALLARA's gain, but apart from the South Australian operators, any gain in ALLARA numbers would almost certainly have to mean a loss for NAMOA.

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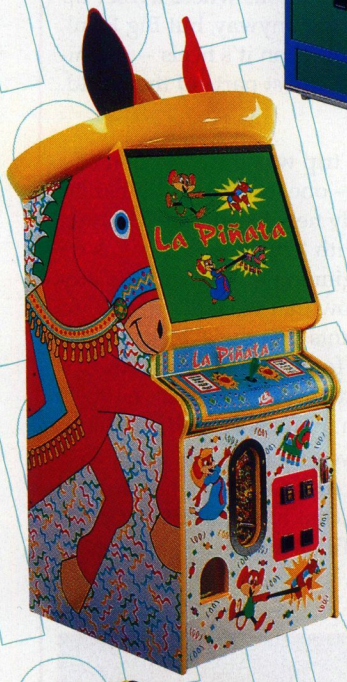
PROVEN HIGH EARNING GAMES		✔



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Wt. 250 lbs.

Quack Attack™

Quack Attack™ lets players shoot water at ducks floating on the pond to try and push ducks through the winners hole. Each duck that goes through the winners hole causes the players duck to fly up the track. The first to the top is the winner. Quack Attack is linkable for group games.

Size: 92"H x 43"W x 73"D
Weight 800lbs

Fire Stomper™

Player will be stomping and whomping with excitement as they **HIT OR STOMP** on the targets. **Fire Stomper lets kids use their hands *and* feet at the same time for a whole new game experience**. This is a great game for cooperative play among kids and will be a great addition to any FEC.

Size: 38" W x 59" D x 65" H
Wt. 350 lbs.

Twister™

Twister is the slowest BIG money game in the industry. Coins roll round and round until hitting one of the targets. Some coins stay in play over 20 seconds. Hit all 7 targets and you win the Progressive Bonus!

Size: 32.5" W x 37.5" D x 45" H
Wt. 200 lbs.

Match Em Up™

Match Em Up is the hot skill stop game that challenges players reflexes to stop the rotating lights on matching fruit symbols. Each time the player stops the light, one of the 3 spinning reels stops on the same symbol. Match three 7's to win the Progressive Bonus!
*Includes Seat

Size: 25¼" W x 50" D x 73" H
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Merit Entertainment

Merit Entertainment announced the release of its **2009 Force** and **Ion** software. This update features 11 brand new games for the Force edition, and 14 new games with the Ion. Included in the Force software is exclusively-licensed content from Australia's Thunder From Down Under, plus fresh photos, puzzles, and phrases for over a dozen Megatouch favorites.

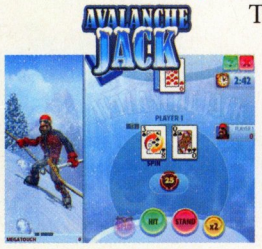
Colin Higbie, Merit's Director of Marketing, said, "We are proud to continue to release hit after hit for a product that we started selling in 2002. In fact, if operators used the hardware upgrade kits we offered, we provided a clean upgrade path from XL to Maxx to Force, which means that we just released nearly a dozen new hits for a game originally bought back in 1997. Only Merit provides operators with this level of support and return on investment."

As for the Ion, this update features 14 brand-new games and fresh content for over a dozen Megatouch favorites, such as Photo Hunt and Hollywood Match. Higbie continued, "Where competitors may demand entirely new hardware purchases for access to new games, Merit continues to add value to existing investments. When it comes to the highest straight coin drop, Merit is the best. When it comes to the shortest payback period, Merit is the best. When it comes to providing the strongest overall ROI, Merit is the best. When it comes to making great games that players love to play, Merit is the best."

Among the plethora of new games, several have already been generating excitement among players. During the months of Beta testing this software, six of the new games ranked among the top 25 most played, while two have held steady in the top five.

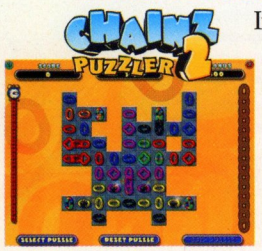
2009 GAMES:

Avalanche Jack (Ion only)

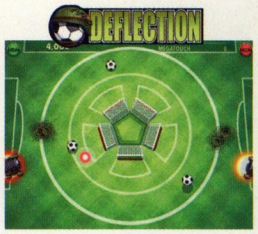


Taking blackjack to new heights, players must help Jack avoid an avalanche by creating winning hands adding up to 21. Players' secret weapon is the "Spin Card," which can be used to create the best possible combination, adding more options and control for the player. If players can beat the dealer, they will climb higher after each winning hand. Reach the summit and plant the flag to win the game.

Chainz 2: Puzzler (Ion and Force, high-resolution required)



In this skill game, players touch chain pieces in order to make them rotate. Connect three or more chains of the same color to clear them from the board. But be careful not to leave any links behind--Only by clearing the entire board will you solve all 50 of the unique puzzles. Players can save their progress in this game by logging in to their My Merit ™ accounts.



Deflection (Ion and Force)

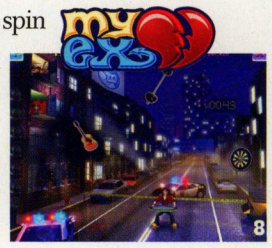
In this military-themed game participants have must defend their playing field. Players lose when three goals are scored on any one net. Watch out for cannons--they can destroy everything you are working to protect.

Dynamite aids in your defenses by destroying all the balls on the screen. Speeds is key, and remember that accuracy counts.

Lucky 11's (Ion and Force)

This matching game, set in a Las Vegas casino, asks players to add chips to equal 11 in order to open vaults hidden behind the numbers. The odds are stacked against you, but the spoils are yours if you can crack all three vaults before time runs out.

My Ex (Ion and Force)



This new addition takes an interesting spin on the dating game. In this venture, an unlucky bachelor has been caught being unfaithful by his three girlfriends, all who live in the same apartment building as he does. Players attempt to catch their personal belongings as they are being hurled out the window, and toss those items safely into your truck. In order to save your stuff, players may have to juggle two items at a time. Be careful not to drop anything, or you'll cause a disturbance and your fed-up neighbors will call the police. One too many noise complaints and you'll get arrested!

Skee Ball (Ion only)

An arcade favorite finally comes to the touch screen. The rules are still simple: Roll the ball down the lane and score the most points for the win. See how many balls you can land in the 100-point cup, or challenge friends in multi-player mode.

Spider Kings (Ion and Force)

In this addictive new twist on Spider Solitaire, the goal is to clear the entire board of cards by creating descending stacks, from King to Ace. This one-suit game might seem simple, but to win this game players will need spider-like senses, and a bit of luck. Players will also enjoy 13 Spiders™, the symbol version of the game.

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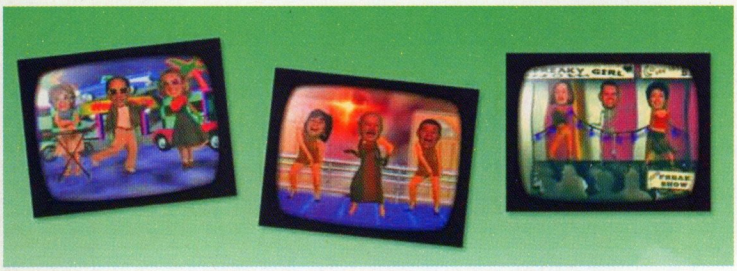
DH Recording LLC

DH Recording announced that units of its **Dance Heads Recording Booth** are steadily moving from the production line to the marketplace, with orders ready to ship across the globe. Orders from the U.S., U.K., Europe, and Japan have already been fulfilled.



These unique booths give users the ability to make their own digital music videos. The booths superimpose users' heads onto professional dancer's bodies, as they sing along to popular musical tracks. With fully animated backgrounds, the experience goes well beyond lip-synching or karaoke. The recording booth also features more than 24-hit songs (by their original artists), with two-to-four new songs being added multiple times throughout the year. Monitors allow spectators to witness the entertainment, and users can receive up to two DVD keepsakes to share with friends, or watch at home. The booths are also available for personal and corporate events, trade shows, school events, fairs, and festivals.

The self-contained, coin-op booths leave a small footprint (6-feet by 4-feet), feature privacy curtains for shy participants, and the ability to accept all forms of payment, including credit cards. As an added benefit, the DanceHeads Digital Spokesperson (DSP), an animated instructor, can now provide instructions in English, Spanish, French, Italian, and Japanese. According to the company, the system allows participants to "Be a Star with No Talent Required!"

According to Ron Greenberg, President of DH Recordings, "The DSP is specifically designed to make the Dance Heads experience fun, exciting, and user-friendly."

For more information, contact DH Recordings LLC, (800)526-1670; Web (www.dhrecordings.com).

Merit Entertainment

Merit Entertainment introduced its new **Megatouch Aurora Widescreen** game system at the recent AMOA Expo. The Aurora Widescreen showcases more than 150 touch screen favorites from Merit's game catalog on a 19-inch, widescreen LCD monitor. 14 brand-new titles are slated for Merit's 2009 software release, including multiple high-resolution games. The unit also makes room for a media sidebar, giving operators and locations a piece of "on-screen real estate" on which to run advertising and promotions.

With the release of this new system also comes a new, integrated business model. By purchasing an Aurora Widescreen, operators gain free software upgrades for life, free Tournamaxx (there is a 5-cent charge per-play, but only on tournament plays), as well as credit card support. Credit cards can also serve as an instant player "login," creating player loyalty and repeat plays. All of this is available at the same price as a regular Megatouch Aurora, with the addition of $25 per month starting 12-months after the first connection.

Merit also developed exclusive, patent-pending technology based around the credit card, in order to help boost operator earnings. Like gift cards, when a player buys plays with a credit card, the Aurora WS will automatically create a player account to store purchased credits. Whenever the user returns to the venue and swipes the card, their stored credits are made available (the operator can specify an expiration period for credits purchased.) When purchasing credits, players will be told they must use them by the expiration period, which can be set for hourly, weekly, and monthly options, among others. Thus, not only do operators get money at the time of purchase, but they also get the "breakage," or the unused credits that expire and are never played.

Colin Higbie, Merit's Director of Marketing, commented, "With the Aurora Widescreen we've designed a product that serves the players and the operators extremely well. Players will love the simplified account creation and experiencing their favorite games on the widescreen interface. Operators will love the automatic software updates, no Tournamaxx fees, and enhanced earnings provided by the advertising and credit card capabilities."

For more information contact Merit Entertainment, (800)523-2760; Web (www.meritgames.com).

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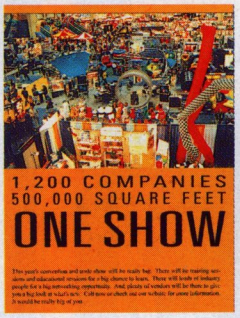

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